



12980 Foster Drive
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Telephone 913.563.3500
Fax 913.563.3560
www.viron.com



University of Utah



VALPARAISO
UNIVERSITY



Chambersburg Schools

Viron Energy Services is an engineering, design and build company, formed in 1974 to meet the needs of a budding energy conservation industry. Viron has performed energy analysis, design, construction, commissioning and monitoring for buildings throughout the United States. Since its inception, Viron has performed energy conservation work at more than 9,000 buildings, totaling over 400 million square feet.

Viron first introduced a Performance Based Guaranteed Energy Savings Program (Performance Contract) in 1981 at Adrian College in Michigan. Performance contracts are unique among contracting methods because they allow for the creation of "win-win" rather than adversarial relationships between the customer and contractor. Both parties involved in a performance contract share a common goal: *to make*

capital improvements and save energy. Viron's program offers customers a reduction in energy expenditures. The savings generated from these reductions were then used to pay for all program costs. Since that first guaranteed savings performance contracting project at Adrian College, Viron has performed over 400 energy performance contracts.

Viron is product independent. Viron is not in the business of selling a particular product or piece of equipment. Our assets are our people! When a customer selects Viron, they have chosen to work with a highly dedicated, broadly experienced engineering based company to help develop a comprehensive approach to energy conservation in their facilities. Product selection occurs in consultation with the customer and is customized to their facility.

Viron provides traditional energy services such as audits/analysis, engineering design, project and construction management, commissioning, measurement & verification and monitoring. We also have state of the art services such as UtilityVisionSM. UtilityVisionSM is a web-based monitoring tool that allows our clients to track energy usage with the click of a mouse. It is the ideal solution for monitoring electric, gas and/or water consumption in educational institutions, manufacturing facilities, housing developments and multi-building commercial developments – conveniently, from your computer.

Viron currently guarantees over thirty-five million dollars in annual energy savings with a total guarantee portfolio in excess of \$350,000,000. With this number of annual energy savings, Viron must provide the highest level of technical expertise from audit to monitoring to mitigate this exposure. Viron has one of the lowest ratios of pay-out (less than 1%) of missed guarantees in the industry. We currently monitor over 1,000 buildings across the United States. Viron has successfully implemented a broad range of energy conservation measures (ECMs) in many different facility types, which include school districts, colleges, universities, state/city/county buildings, hospitals, commercial/retail businesses, public housing authorities and federal government.

Performance contracts create win-win situations for everybody. The customer wins because their facility receives significant capital improvements paid for by guaranteed energy and operational savings. The local economy wins because Viron consistently uses local contractors for the renovations and construction. The environment benefits because there are fewer emissions from more efficient equipment. Viron wins because we gain additional business.


We are one of the few energy services companies that can perform all of our engineering in-house with degreed, professional engineers. Furthermore, Viron's Monitoring Department provides performance monitoring of guaranteed savings projects and remote HVAC monitoring and diagnosis for national accounts.

Viron maintains a 99 percent success rate on achieving guaranteed energy savings for its clients.


Mission Statement




"To achieve and sustain the cost-effective and efficient use of energy and improve the quality of the environment in commercial, industrial, and institutional facilities through Energy Performance Contracting and the application of proven engineering techniques."

ESCO 1 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) SYNOPSIS OF OFFICE RESPONSIBLE FOR CONTRACT																																																																																	
Submitted By (Firm Name): CMS Viron Corporation d/b/a CMS Viron Energy Services																																																																																		
Submitted For (Project Title): Services For Energy Performance Contracting																																																																																		
1) FIRM NAME AND ADDRESS: (office where work will be done) CMS Viron Corporation 12980 Foster Drive, Suite 400 Overland Park, KS 66213 TELEPHONE: 913.563.3500 FAX: 913.563.3560 FEIN / SSN: 43-1050855	2) YEARS IN BUSINESS a) Under Present name: 3 years b) List other names and years 1988-1999 Viron Energy Services 1974-1988 Viron Corporation																																																																																	
3) NAMES OF PARENT COMPANIES: (if any) CMS Energy Corporation Fairlane Plaza South Suite 1100 330 Town Center Drive Dearborn, MI 48126 TELEPHONE: 313.436.9200 FAX:	4) SPECIFY TYPE OF OWNERSHIP: <table style="width: 100%; border: none;"> <tr> <td style="width: 5%; text-align: center;"><input type="checkbox"/></td> <td style="width: 75%;">Sole Proprietor</td> <td style="width: 5%; text-align: center;"><input type="checkbox"/></td> <td style="width: 15%;">MBE</td> </tr> <tr> <td style="text-align: center;"><input type="checkbox"/></td> <td>Partnership</td> <td style="text-align: center;"><input type="checkbox"/></td> <td>SBE</td> </tr> <tr> <td style="text-align: center;"><input type="checkbox"/></td> <td>Professional Corp.</td> <td style="text-align: center;"><input type="checkbox"/></td> <td>WBE</td> </tr> <tr> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td>Corporation</td> <td></td> <td></td> </tr> <tr> <td></td> <td>Virginia Certificate of Authority</td> <td></td> <td></td> </tr> <tr> <td></td> <td>Dated: _____</td> <td></td> <td></td> </tr> </table>		<input type="checkbox"/>	Sole Proprietor	<input type="checkbox"/>	MBE	<input type="checkbox"/>	Partnership	<input type="checkbox"/>	SBE	<input type="checkbox"/>	Professional Corp.	<input type="checkbox"/>	WBE	<input checked="" type="checkbox"/>	Corporation				Virginia Certificate of Authority				Dated: _____																																																										
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5) NAMES OF NOT MORE THAN TWO PRINCIPALS TO CONTACT: (Title, e-mail, and Phone Number) John Mahoney, President - 913.563.3500 - jmahoney@viron.com James Mullaney, Vice President of Finance - 913.563.3500 - jmullaney@viron.com																																																																																		
6) PROPOSED CONSULTANTS OR OTHER OFFICES PROVIDING SERVICES: <table style="width: 100%; border: none;"> <thead> <tr> <th style="text-align: left; width: 30%;"><u>FIRM NAME</u></th> <th style="text-align: left; width: 40%;"><u>FUNCTION / RESPONSIBILITY</u></th> <th style="text-align: left; width: 30%;"><u>WORKED WITH PRIME BEFORE?</u></th> </tr> </thead> <tbody> <tr> <td colspan="3">None.</td> </tr> </tbody> </table>			<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>	None.																																																																												
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ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): CMS Viron Corporation d/b/a CMS Viron Energy Services		
Submittal For (Project Title): Services For Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Gene Dassing, Sales Director TYPICAL DUTY OR ASSIGNMENT: Business Development		
2) ASSIGNMENT FOR THIS PROJECT: Maintain client/customer relationship. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: <u>15-20</u> PERCENT		
3) EMPLOYEE OF: CMS Viron Corporation		
4) YEARS OF EXPERIENCE: <u>20</u> TOTAL EXPERIENCE <u>4</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Clarkson University, New York - BS Industrial Distribution		
ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Dassing has 20 years experience developing performance contracting projects in the region. He's also been involved in over \$50 million of performance-based contracts including projects in K-12 education, healthcare, colleges and universities and the hospitality industry.		
The foregoing is a statement of fact. Typed name Steve Spurgeon, Manager-Marketing & Communications Signature:  and title: Date: <u>12/20/02</u>		


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Submittal For (Project Title): Services For Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Troy Knight, Regional Operations Director TYPICAL DUTY OR ASSIGNMENT: Develop project teams to assign to projects.		
2) ASSIGNMENT FOR THIS PROJECT: Assure the work performed by his team meets all financial and technical requirements. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: <u>5</u> PERCENT		
3) EMPLOYEE OF: CMS Viron Corporation		
4) YEARS OF EXPERIENCE: <u>13</u> TOTAL EXPERIENCE <u>5</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Oklahoma - BSME		
ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Missouri - Mechanical COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Prior to assuming the position of Regional Operations Director, Mr. Knight worked as Senior Project Manager where his responsibilities included the management of a team of engineers, construction managers, and technicians in the Operations Department at Viron. As the manager of one of Viron's engineering teams, Mr. Knight was responsible for assuring that the work performed by his team met all financial and technical requirements of the client. His duties included managing several engineers in the process of implementing performance contracts for Viron. His work during this period primarily concerned reducing energy consumption at various facilities. These facilities include office buildings, industrial facilities, state universities and public schools. He analyzed utility bills, defined the building's energy use profile, determined heating and cooling loads, conducted detailed lighting and HVAC surveys, and developed computer models to simulate energy usage in buildings.		
The foregoing is a statement of fact. Typed name and title: Steve Spurgeon, Manager-Marketing & Communications Signature: <u>[Signature]</u> Date: <u>12/20/02</u>		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): CMS Viron Corporation d/b/a CMS Viron Energy Services		
Submittal For (Project Title): Services For Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Robert Kownurko, Senior Project Manager TYPICAL DUTY OR ASSIGNMENT: Management of assigned team.		
2) ASSIGNMENT FOR THIS PROJECT: Project management and quality control. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: <u>40</u> PERCENT		
3) EMPLOYEE OF: CMS Viron Corporation		
4) YEARS OF EXPERIENCE: <u>15</u> TOTAL EXPERIENCE <u>5</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Villanova University, Pennsylvania - BSME		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Colorado - Mechanical COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Kownurko is responsible for establishing the scope of projects, as well as ensuring that all projects satisfy customers' needs and requirements. Mr. Kownurko is also responsible for the comprehensiveness and accuracy of all studies, plans, and specifications. To deliver the highest quality projects, Mr. Kownurko establishes the processes used by his team members to perform the various tasks, and personally verifies that all processes are properly followed by team members.		
The foregoing is a statement of fact. Typed name and title: Steve Spurgeon, Manager-Marketing & Communications Signature:  Date: <u>12/20/02</u>		


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Submittal For (Project Title): Services For Energy Performance Contracting				
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.				
1) NAME AND TITLE: Ed Meinking, Senior Project Manager TYPICAL DUTY OR ASSIGNMENT: Reducing energy consumption and upgrading HVAC and lighting systems.				
2) ASSIGNMENT FOR THIS PROJECT: Project management and quality control. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: 40 PERCENT				
3) EMPLOYEE OF: CMS Viron Corporation				
4) YEARS OF EXPERIENCE: 13 TOTAL EXPERIENCE 6 WITH THIS FIRM				
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Missouri, Kansas City - BS Mechanical Engineering				
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Missouri - Mechanical COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____				
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Meinking spent 4 years as a project engineer before becoming a project manager in the energy management field. His work concerns reducing energy consumption and upgrading HVAC and lighting systems at various facilities. These facilities include universities, commercial office buildings, public schools, city buildings, and post offices. His experience as a project engineer included utility bill analysis, survey of facilities' energy using system, computer energy simulation of the facilities, development of viable energy conservation measures, calculating projected savings from the energy conservation measures, project cost estimating, and design and construction management of the various retrofit projects. Projects included installation of a new central chilled water plant, installation of automatic control systems, physical plant retrofits and upgrades, including boiler and chiller system replacements HVAC equipment retrofit and upgrades, and lighting retrofits and upgrades.				
The foregoing is a statement of fact. <table style="width: 100%;"> <tr> <td style="width: 30%;"> Typed name and title: Steve Spurgeon, Manager-Marketing & Communications </td> <td style="width: 70%;"> Signature:  Date: 12/20/02 </td> </tr> </table>			Typed name and title: Steve Spurgeon, Manager-Marketing & Communications	Signature:  Date: 12/20/02
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Submittal For (Project Title): Services For Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Mark Baumann, Project Manager TYPICAL DUTY OR ASSIGNMENT: Achieving cost effective and efficient use of energy at facilities.		
2) ASSIGNMENT FOR THIS PROJECT: Achieving cost effective and efficient use of energy at facilities. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: <u>100</u> PERCENT		
3) EMPLOYEE OF: CMS Viron Corporation		
4) YEARS OF EXPERIENCE: <u>20</u> TOTAL EXPERIENCE <u>2</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: West Virginia University - BSME		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type New York - Mechanical COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Baumann's work at Viron concerns the achievement of cost-effective and efficient use of energy at various facilities. These facilities include commercial and institutional facilities, public schools, hospitals and universities. He is skilled in performing energy surveys and building simulations, analyzing building load profiles and electric rates, identifying energy conservation measures, estimating ECM savings and costs, preparing energy baselines and project pro formas, and ultimately writing comprehensive energy audit reports.		
The foregoing is a statement of fact. Typed name and title: Steve Spurgeon, Manager-Marketing & Communications Signature: <u>Steve Spurgeon</u> Date: <u>12/20/02</u>		

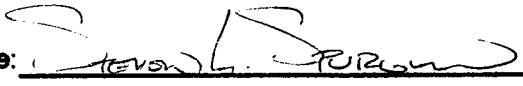
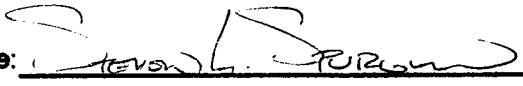
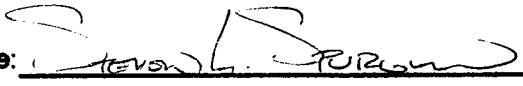
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Submittal For (Project Title): Services For Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Wayne Chase, Northeast Regional Energy Accounts Manager TYPICAL DUTY OR ASSIGNMENT: Reduce energy consumption at facilities.		
2) ASSIGNMENT FOR THIS PROJECT: Analyze utility bills, define building's energy use profile, surveys and computer modeling. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: <u>10</u> PERCENT		
3) EMPLOYEE OF: CMS Viron Corporation		
4) YEARS OF EXPERIENCE: <u>16</u> TOTAL EXPERIENCE <u>3</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Clarkson University, New York - BSEE		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type New York - Mechanical COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Chase's conservation work out of the Syracuse, New York office includes all facets of energy consumption in a facility. He analyzes utility bills, defines the building's energy use profile, determines heating and cooling loads, conducts detailed lighting and HVAC surveys and develops computer models to simulate energy usage in buildings. This information is then used to prepare a detailed comprehensive energy report for the facility.		
The foregoing is a statement of fact. Typed name and title: Steve Spurgeon, Manager-Marketing & Communications Signature:  Date: <u>12/20/02</u>		


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Submittal For (Project Title): Services For Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Richard Latimer, Construction Manager TYPICAL DUTY OR ASSIGNMENT: Specification review, contractor selection, specification compliance, project work coordination and management, project implementation and documentation.		
2) ASSIGNMENT FOR THIS PROJECT: Specification review, contractor selection, specification compliance, project work coordination and management, project implementation and documentation. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: <u>100</u> PERCENT		
3) EMPLOYEE OF: CMS Viron Corporation		
4) YEARS OF EXPERIENCE: <u>30</u> TOTAL EXPERIENCE <u>10</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Oakland University		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type New York - Mechanical COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Latimer's responsibilities include specification review, contractor selection, specification compliance, project work coordination and management, project implementation and documentation. He has managed work performed on a wide variety of environmental control systems and has working knowledge of the components including pneumatic temperature controls required to successfully integrate state of the art energy management systems with existing, modified and new mechanical systems.		
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BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Rodney Hill, Construction Manager TYPICAL DUTY OR ASSIGNMENT: Manage and organize mechanical projects, supervise crews, and work with subcontractors and owner.		
2) ASSIGNMENT FOR THIS PROJECT: Manage and organize mechanical projects, supervise crews, and work with subcontractors and owner. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: <u>100</u> PERCENT		
3) EMPLOYEE OF: CMS Viron Corporation		
4) YEARS OF EXPERIENCE: <u>20</u> TOTAL EXPERIENCE <u>3</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Idaho - MBA Coursework / Idaho State University - BS Health Care Administration College of the Air Force, Mississippi - AA Electronics / Ricks College, Idaho - AA Psychology		
ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type New York - Mechanical		
COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Hill has extensive experience in construction management with an electronics background. He has managed and organized mechanical projects, supervised crews, and worked with subcontractors and owners on several different sized projects. He has managed all phases of construction projects and large energy retrofit/guarantee projects.		
The foregoing is a statement of fact. Typed name and title: Steve Spurgeon, Manager-Marketing & Communications Signature: <u>Steve Spurgeon</u> Date: <u>12/20/02</u>		

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Submittal For (Project Title): Services For Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Derron Gunderman, Assistant General Counsel and Assistant Secretary TYPICAL DUTY OR ASSIGNMENT: Contract review and negotiation, risk review, lease review and negotiation, dispute resolution and provide general counsel.		
2) ASSIGNMENT FOR THIS PROJECT: Contract review and negotiation, risk review, lease review and negotiation, dispute resolution and provide general counsel. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT		
3) EMPLOYEE OF: CMS Viron Corporation		
4) YEARS OF EXPERIENCE: _____ 10 _____ TOTAL EXPERIENCE _____ 2 _____ WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Kansas - BS Business Administration Creighton University, Nebraska - J.D. Law		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type New York - Mechanical COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Gunderman has practiced law for over 11 years, mainly in the areas of commercial transactions, mergers and acquisitions, public utility law, real estate and business litigation. He is also responsible for the coordination of outside counsel on a nationwide basis.		
The foregoing is a statement of fact. Typed name and title: Steve Spurgeon, Manager-Marketing & Communications Signature:  Date: 12/20/02		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)			
PERSONNEL QUALIFICATIONS				
Submitted By (Firm Name): CMS Viron Corporation d/b/a CMS Viron Energy Services				
Submittal For (Project Title): Services For Energy Performance Contracting				
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.				
1) NAME AND TITLE: John Bergwell, Project Finance Manager TYPICAL DUTY OR ASSIGNMENT: Analyze client needs and concerns to obtain financing.				
2) ASSIGNMENT FOR THIS PROJECT: Analyze client needs and concerns to obtain financing. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT				
3) EMPLOYEE OF: CMS Viron Corporation				
4) YEARS OF EXPERIENCE: 25 TOTAL EXPERIENCE 1 WITH THIS FIRM				
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: University of Nebraska - BS Business Administration				
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type New York - Mechanical COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____				
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Bergwell is responsible for analyzing client needs and concerns to assure that the optimal form and structure of financing is obtained. When appropriate, he will obtain multiple financing proposals to ensure that the best rate is obtained. Significant time is spent researching state funding programs, as well as building and maintaining relationships with leading financial vendors in the energy services arena. In addition, John works with the project teams in reviewing the financial aspects of the Comprehensive Energy Audits.				
The foregoing is a statement of fact. <table style="width: 100%;"> <tr> <td style="width: 30%;"> Typed name and title: Steve Spurgeon, Manager-Marketing & Communications </td> <td style="width: 70%;"> Signature:  Date: 12/20/02 </td> </tr> </table>			Typed name and title: Steve Spurgeon, Manager-Marketing & Communications	Signature:  Date: 12/20/02
Typed name and title: Steve Spurgeon, Manager-Marketing & Communications	Signature:  Date: 12/20/02			

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS				
Submitted By (Firm Name): CMS Viron Corporation d/b/a CMS Viron Energy Services					
Submittal For (Project Title): Services For Energy Performance Contracting					
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.					
1) NAME AND TITLE: Gary Reams, Director of Monitoring TYPICAL DUTY OR ASSIGNMENT: Quantifies, reports and manages Viron's on-going energy savings guarantees.					
2) ASSIGNMENT FOR THIS PROJECT: Measurement and verification of energy and water savings at facilities. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: _____ PERCENT					
3) EMPLOYEE OF: CMS Viron Corporation					
4) YEARS OF EXPERIENCE: 15 TOTAL EXPERIENCE 13 WITH THIS FIRM					
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Purdue University, Indiana - BSME					
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Missouri - Mechanical COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____					
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Reams' manages Viron's Monitoring Department where energy savings are verified and cultivated. He has overall responsibility for quantifying, reporting, and managing Viron's on-going energy savings guarantees which exceed \$10M annually. He also manages the operation of Viron's 24-hour remote monitoring service and electric utility deregulation information services.					
The foregoing is a statement of fact. <table style="width: 100%;"> <tr> <td style="width: 30%;"> Typed name and title: Steve Spurgeon, Manager-Marketing & Communications </td> <td style="width: 30%;"> Signature:  </td> <td style="width: 40%;"> Date: 12/20/02 </td> </tr> </table>			Typed name and title: Steve Spurgeon, Manager-Marketing & Communications	Signature: 	Date: 12/20/02
Typed name and title: Steve Spurgeon, Manager-Marketing & Communications	Signature: 	Date: 12/20/02			

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): CMS Viron Corporation d/b/a CMS Viron Energy Services		
Submittal For (Project Title): Services For Energy Performance Contracting		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: Eric Thut, Manager of Energy Accounting TYPICAL DUTY OR ASSIGNMENT: Oversees Viron's performance guarantees currently under contract.		
2) ASSIGNMENT FOR THIS PROJECT: Oversees Viron's performance guarantees currently under contract. PERCENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJECT: <u>5</u> PERCENT		
3) EMPLOYEE OF: CMS Viron Corporation		
4) YEARS OF EXPERIENCE: <u>15</u> TOTAL EXPERIENCE <u>6</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: Washington University, Missouri - Masters of Science in Technology and Human Affairs University of California at Davis - Bachelors of Science in Physics		
ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type Missouri - Mechanical		
COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Mr. Thut is responsible for overseeing all of Viron's performance guarantees currently under contract, including the generation of the monitoring reports which track energy use and savings achieved. His main responsibilities include analyzing the results to maximize the savings, account for any changes in a facility's energy consumption and respond to the needs of the client. Mr. Thut's experience in energy management projects includes marketing the job, collecting audit data, analyzing audit data, educating the occupants, and monitoring the results.		
The foregoing is a statement of fact. Typed name and title: Steve Spurgeon, Manager-Marketing & Communications Signature:  Date: <u>12/20/02</u>		